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101 CRUCIAL LESSONS THEY DON'T TEACH YOU



BUSINESS SCHOOL

CHRIS HAROUN

PURPOSE OF THIS BOOK

In this book you will learn how to get a meeting with anyone. You will learn how to take your career to the next level. You will learn how to reinvent yourself in ways that you never thought were possible! Chris Haroun has had the opportunity in his career to meet with the top CEOs, entrepreneurs and investors in the world, including Warren Buffett, Bill Gates, Marc Benioff and the CEOs of most large technology companies. This book is an amalgamation of business advice that Chris has compiled from his many meetings with successful business people over the past two decades. Business schools do a good job of providing students with theoretical and practical frameworks that can be applicable to real world problems but often miss teaching students some of the most crucial business lessons like how to network, how to find customers or how to get a job!

ABOUT THE AUTHOR



Chris Haroun is an award winning business school professor, venture capitalist and author. He is currently a venture capitalist at a prominent San Francisco Bay Area venture capital firm and has previous work experience at Goldman Sachs, hedge fund giant Citadel, Accenture and several firms that he has founded. He has raised and has managed over \$1 billion in his career.

He has an MBA in Finance from Columbia University and a Bachelor of Commerce Degree with a major in Management Information Systems and International Business from McGill University. Chris is also a frequent guest lecturer at several Bay Area business schools including Berkeley and Stanford. He is a McGill University Dobson Fellow. He has written numerous articles/been interviewed in Forbes, VentureBeat, Entrepreneur and Wired magazine. He serves on the boards of several Bay Area technology companies and charities. He is originally from Canada and now resides in Hillsborough with his wife and three sons.

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